

Honorable Willaim E. Kennard  
Chairman  
Federal Communications Commission  
1919 M Street, NW, Room 814  
Washington, DC 20554

Honorable Gloria Tristiani  
Commissioner  
Federal Communications Commission  
1991 M Street, NW, Room 826  
Washington, DC 20554

Honorable Harold Furchtgott-Roth  
Commissioner  
Federal Communications Commission  
1919 M Street, NW, Room 802  
Washington, DC 20554

Mr. A. Richard Metzger, Jr.  
Chief  
Common Carrier Bureau  
Federal Communications Commission  
1919 M Street, NW, Room 500

Mr. Lawrence E. Strickling  
Deputy Chief, Common Carrier Bureau  
Federal Communications Commission  
1919 M Street, NW, Room 500  
Washington, DC 20554

Janice M. Myles  
Comon Carrier Bureau  
Federal Communications Commission  
1919 M Street, NW, Room 544  
Washington, DC 20554

Mr. Jonathan Askin  
Attorney Advisor  
Policy and Programming Division  
Federal Communications Commission  
1919 M Street, N.W.  
Room 544, Washington, DC 20554

Honorable Susan Ness  
Commissioner  
Federal Communications Commission  
1919 M Street, NW, Room 826  
Washington, DC 20554

Honorable Michael K. Powell  
Commissioner  
Federal Communications Commission  
1919 M Street, NW, Room 844  
Washington, DC 20554

Magalie Roman Salas, Secretary  
Office of the Secretary  
Federal Communications Commission  
1919 M Street, NW, Room 222  
Washington, DC 20554

Ms. Linda Kinney  
Attorney Advisor  
Policy and Programming Planning Division  
Federal Communications Commission  
1919 M Street, N.W., Room 544

Mr. Richard K. Welch  
Deputy Bureau Chief, Common Carrier Bureau  
Federal Communications Commission  
1919 M Street, NW, Room 500  
Washington, DC 20554

Mr. Jim Casserly  
Senior Advisor  
Federal Communications Commission  
1919 M Street, N.W., Room 832  
Washington, DC 20554

Mr. Thomas Power  
Legal Advisor  
Federal Communications Commission  
1919 M Street, N.W., Room 844  
Washington, DC 20554

\*Indicates Hand-Delivery.

Mr. Jim Casserly  
Senior Advisor  
Federal Communications Commission  
1919 M Street, N.W., Room 832  
Washington, DC 20554

Mr. Kevin Martin  
Legal Advisor  
Federal Communications Commission  
1919 M Street, N.W., Room 802  
Washington, DC 20554

Mr. James D. Schlichting  
Deputy Bureau Chief  
Common Carrier Bureau  
Federal Communications Commission  
1919 M Street, N.W., Room 500

Mr. Kyle D. Dixon  
Legal Advisor  
Federal Communications Commission  
1919 M Street, N.W., Room 844  
Washington, DC 20554

Mr. Paul Misener  
Chief of Staff, Senior Legal Advisor  
Federal Communications Commission  
1919 M Street, N.W., Room 802  
Washington, DC 20554

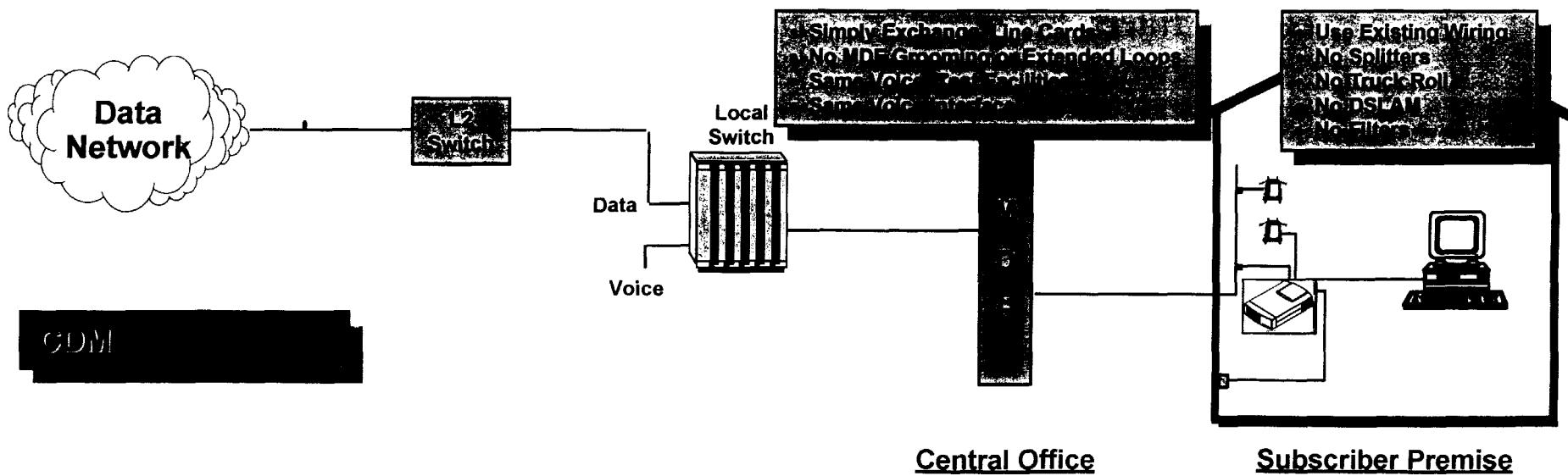
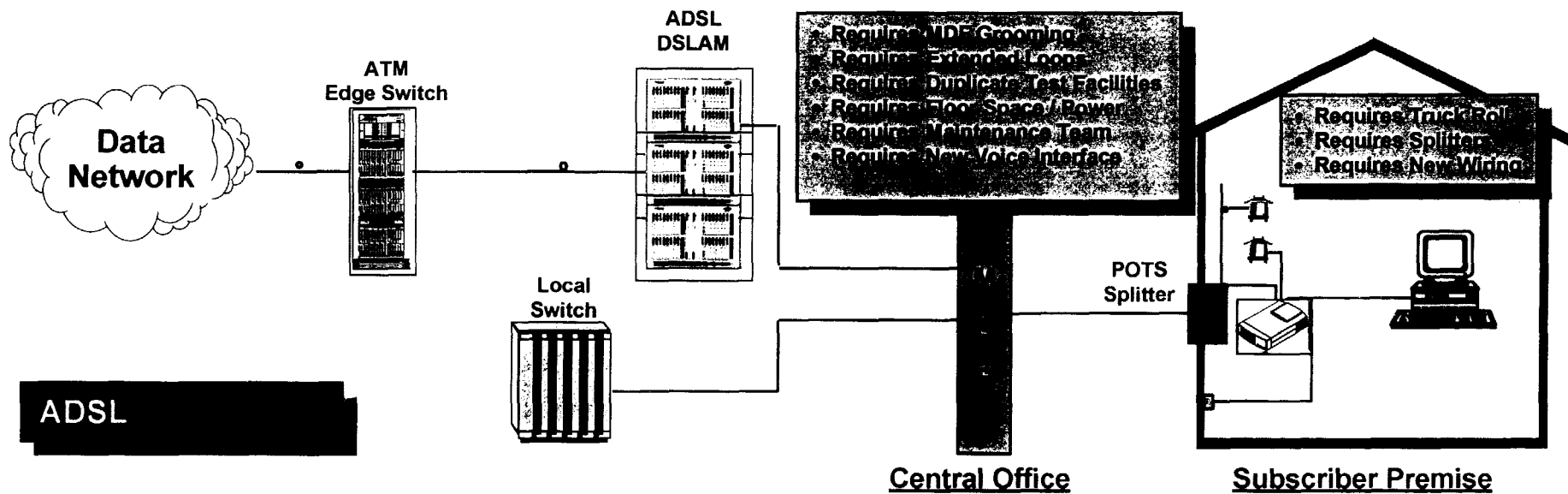
Mr. John Nakahata  
Chief of Staff  
Federal Communications Commission  
1919 M Street, N.W., Room 814  
Washington, DC 20554

Mr. Paul Gallant  
Legal Advisor  
Federal Communications Commission  
1919 M Street, N.W., Room 802  
Washington, DC 20554

Mr. Peyton Wynns  
Chief  
Industry Analysis Division, Common Carrier Bureau  
1919 M Street, N.W., Room 500  
Washington, DC 20554



# CDM operational costs are 40-50% lower than ADSL





## ADSL TRIALS WORLDWIDE

Revised: September 7, 1998

### EXHIBIT B

#### UNITED STATES:

Company	Availability	Speed	Applications	Trial Dates	ATM Transport	Deployment Plans
<b>ALLTEL (CLEC &amp; ISP)</b>	Dalton, GA and Hudson, OH	Down: 1.5 Mbps; Up: 64 kbps	Internet/LAN Access	Tech/Mkt Trial: Sept. 1996 to Feb. 1997 Phase 2: Begins 2 <sup>nd</sup> Quarter 97		Not Announced
	Harrison, Ark		Internet/LAN Access	Mkt Trial: Nov. 97 to June 98		
<b>All West Communications</b>	Kamas, Utah	Down*: up to 2.5 Mbps; Up: up to 1 Mbps	Internet/LAN Access	Field Trial: January 1998-Ongoing		Plans to deploy ADSL service in 1999
<b>America Online (Online Service Provider)</b>	Birmingham, AL; Phoenix; Greater Bay Area, CA, N. Virginia suburbs of Wash., DC; Redmond, WA	Varies by area: downstream rates up to 1.5 Mbps	AOL/Internet Access	April 1998-Ongoing	Yes, in various locations	AOL expects the number of trial locations and participants to grow over the next several months

<b>Bell Atlantic (ILEC)</b>	Northern Virginia	Down: 1.5 Mbps; Up: 64 kbps	Internet Access	Mkt Trial: September 1996-Ongoing		Plans rollout in late 1998 in two unnamed markets with expansion to Massachusetts in 1999
	Fairfax County, VA	Down: 1.5 Mbps; Up: 64 kbps	Video on Demand	Mkt Trial: May 1995-late 1996		Plans rollout in late 1998 in two unnamed markets with expansion to Massachusetts in 1999
	See column at far right	3 downstream options: 640 Kpbs; 1.6 Mbps; or 7.1 Mbps	Internet access			Plans deployment Sept. 1998 in Wash., DC, Pittsburgh & Philadelphia; NJ's Hudson River waterfront will follow in Oct. The New York City and Boston metro areas will be added in 1999. By year end 1000 [sic], more than 7 million ADSL lines will be deployed

<b>Bell Atlantic &amp; Carnegie-Mellon Univ.</b>	Pittsburgh, PA	Down: 1.5 Mbps; Up: 64 kbps	Telemedicine, Distance Learning, "Net/LAN Access"	July-February 1998		
<b>BellSouth (ILEC)</b>	Atlanta, GA	Down: 6 Mbps; Up: 64 kbps	Internet/LAN Access, Telecommuting	Tech Trial: October 1995-Ongoing	Yes	Will begin deployment August 1998 in New Orleans, Atlanta, Birmingham, Jacksonville, Raleigh, Charlotte and Ft. Lauderdale. Plans to offer ADSL in 23 other Southeastern markets in 1999



	Birmingham, AL	640 kbps		Mkt Trial: October 1997- May 1998	Yes	Will begin deployment August 1998 in New Orleans, Atlanta, Birmingham, Jacksonville, Raleigh, Charlotte and Ft. Lauderdale. Plans to offer ADSL in 23 other Southeastern markets in 1999
<b>BellSouth and and Siemens Telecom</b>	Palm Beach & Broward Counties, FL		Telecommuting	Tech Trial: April 1998-Ongoing		Ft. Lauderdale, plans to offer ADSL in 23 other Southeastern markets in 1999
<b>BellSouth, Alcatel Telecom &amp; the University of Florida</b>	Gainesville, FL	Down: 1.5 Mbps; Up: 384 Kbps	Universal ADSL trial	August- December 1998	Yes	Technology Trials

<b>Cincinnati Bell (CLEC/ISP "Fuse")</b>	Cincinnati, OH	Down*: 1.5 Mbps-6Mbps; Up: 150kbps- 400kbps	Internet/Lan Access	January 1997- Ongoing		Trial to be expanded significantly in January 1998 w/ 150 lines available for ISPs and corporate intranets
<b>CommTel (independent telephone co.)</b>	Winthrop, Maine	Down: 7 Mbps; Up: 1 Mbps	Internet and Live Video	Market Trial: December 1997- February 1998		Company expects to have first customers connected by year-end 1998
<b>Harrisonville Telephone Co.</b>	Waterloo, IL	Down: 1.5 Mbps; Up: 72 Kbps	Internet/LAN Access	Market Trial: March 1998 Ongoing		Not yet announced
<b>Harvard Net (ISP, CLEC)</b>	Major Metropolitan in Massachusetts, Maine and New Hampshire	Down*: 2.5-7 Mbps; Up: 1 Mbps	Internet/LAN Access, Telecommuting	N/A		SDSL services converted to rate-adaptive; ADSL in 4 <sup>th</sup> Quarter 1997
<b>MCI Comm Corp. (IXC), w/ partners NW Iowa Telep. &amp; NW Iowa Power Cooperative</b>	Iowa	Down*: 7 Mbps; Up: 640 kbps or 786 kbps in both directions	Internet/LAN Access	See entry below for trial information		August 1997 in Iowa; will add rural areas in 10 states; nationwide by early 1998

<b>MCI Comm. Corp. (IXC)</b>	Sergeants Bluff, Iowa	Down: 1.5-6 Mbps; Up: 64 Kbps Down: 7 Mbps; Up: 640kbps	Internet/LAN Access	April 1997-Ongoing; also conducting trials in New York City and Detroit		See entry above for service deployment information
<b>Northland Comm. (CLEC &amp; ISP), through affiliate Onedia County Telephone</b>	New York (Holland-Patent Central Schools)	Down: 1.5 Mbps; Up: 64 kbps	Internet/LAN Access	Tech Trial: February 1997		Plans to offer service to greater Utica/Rome and Syracuse later this year
<b>Sprint (IXC)</b>	Charlottesville, VA		Internet/LAN Access			Tested ADSL by extending hospital's LAN and internet access to several doctors' offices for transfer of critical, high-resolution medical image files
<b>Vitts (CLEC)</b>	New Hampshire	Down: Up to 6 Mbps	Internet/LAN Access, Video on Demand, Teleconferencing	N/A		Plans to expand to all of New England and New York

\* Rate-adaptive ADSL  
Source: [http://www.adsl.com/trial\\_matrix.html](http://www.adsl.com/trial_matrix.html)